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clerks@guamlegislature.org

From: Speaker's Office <speaker@guamlegislature.org>
Sent: Friday, July 10, 2020 3:23 PM
To: Clerks Office
Cc: Rennae Meno
Subject: Messages and Communications
Attachments: Appointment for John F. Reyes.pdf

07-10-20	3:10 PM	07-10-20	Appointment and Supporting Documents for John F. Reyes, Member, CHamoru Land Trust Commission.	Office of the Governor of Guam	35GL-20-1991

Sinseru yan Minagåhet,

Office of the Speaker • Tina Rose Muña Barnes
Committee on Public Accountability, Human Resources & the Guam Buildup

35th Guam Legislature
I Mina'trentai Singko na Liheslaturan Guåhan

Guam Congress Building | 163 Chalan Santo Papa | Hagatna, GU 96910
T: (671) 477-2520/1
speaker@guamlegislature.org

This e-mail message is intended only for the use of the individual or entity named above and may contain confidential and privileged information. If you are not the intended recipient, any disclosure, copying, distribution or use of the information contained in this transmission is strictly PROHIBITED. If you have received this transmission in error, please immediately notify us by replying to speaker@guamlegislature.org and delete the message immediately. Thank you very much.

Gumai pribilehu yan konfedensia este siha na mensåhi. Solo espesiåtmente para hågu ma entensioña pat ma aturisa para unrisibi. Sen prubidu kumu ti un ma aturisa para manribisa, na'setbe, pat mandespåtcha. Yanggen lachi rinisibu-mu nu este na mensåhi , put fabot ago' guatu gi I numa'huyong gi as speaker@guamlegislature.org yan despues destrosa todu siha I kopian mensåhi. Si Yu'os ma'åse'.

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UFISINAN I MAGA'HÅGA
OFFICE OF THE GOVERNOR

LOURDES A. LEON GUERRERO
MAGA'HÅGA • GOVERNOR

JOSHUA F. TENORIO
SIGUNDO MAGA'LÅHI • LIEUTENANT GOVERNOR

35GL-20-1991
Speaker Tina Rose Muña Barnes

JUL 10 2020
Time 3:10 ( )AM (X)PM
Received By: Ma

July 8, 2020

Honorable Tina Rose Muña Barnes
Speaker
I Mina'trentai Singko Na Liheslaturan Guåhan
Guam Congress Building
163 Chalan Santo Papa
Hagatna, Guam 96932

RE: Board Appointment

Dear Madame Speaker:

By virtue of the authority vested in me pursuant to the Organic Act of Guam and the local laws applicable to the following position, I am pleased to transmit the following appointment and supporting documents for:

APPOINTEE:	John F. Reyes
POSITION:	Member, CHamoru Land Trust Commission
TERM LENGTH:	**Three (3) Years; April 11, 2020 to April 10, 2023** **To fill the seat of Amanda Santos whose term has expired**

The appointment is subject to the consent of *I Liheslaturan Guåhan*. Please schedule a hearing at your earliest convenience.

Senseramente,

LOURDES A. LEON GUERRERO
Maga'hågan Guåhan
Governor of Guam

cc: Lt. Governor of Guam

RICARDO J. BORDALLO GOVERNOR'S COMPLEX · HAGÅTÑA, GUAM 96910
P.O. BOX 2950 · HAGÅTÑA, GUAM 96932
671.472.8931 · 671.472.8932/6

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UFISINAN I MAGA'HÅGA
OFFICE OF THE GOVERNOR

LOURDES A. LEON GUERRERO
MAGA'HÅGA • GOVERNOR

JOSHUA F. TENORIO
SIGUNDO MAGA'LÅHI • LIEUTENANT GOVERNOR

July 8, 2020

John F. Reyes
[redacted]

Dear Mr. Reyes:

Pursuant to my authority under 21 GCA § 75102, I am appointing you to serve as a

MEMBER, CHAMORU LAND TRUST COMMISSION
Term Length: Three (3) Years; April 11, 2020 to April 10, 2023
(To fill the seat of Amanda Santos whose term has expired)

Appointing you to this position comes with great responsibility because you will have a vital role to perform which will place many demands on your time and energy. Integrity and honesty are virtues that I prioritize for my Administration to exemplify, and I know that you will do the same while in service to the people of Guam. Your responsibilities shall be significant and consequential. I trust that you will fulfill your duties and set a standard for others to follow.

I appreciate your willingness to serve in this position, and I am confident that your time will be spent in a manner to improve the island of Guam.

This appointment is subject to the advice and consent of *I Liheslaturan Guåhan*. If you have any questions or concerns, please contact the Office of the Governor.

Senseramente,

LOURDES A. LEON GUERRERO
Maga'hågan Guåhan
Governor of Guam

cc: Lt. Governor of Guam
Chairperson, CLTC
Administrative Director, CLTC

RICARDO J. BORDALLO GOVERNOR'S COMPLEX, HAGÅTÑA, GUAM 96910
P.O. BOX 8950 HAGÅTÑA GUAM 96932
671 472 8931 • 671 472 8932 F

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LOURDES A. LEON GUERRERO
Governor

JOSHUA F. TENORIO
Lieutenant Governor

OFFICE OF THE GOVERNOR OF GUAM
Nomination and Appointment Information Sheet

The following information is required for submission to the
Speaker of *I Liheslaturan Guåhan* in accordance with Title 4, Guam Code Annotated Section 2103

NOMINEE INFORMATION

Last Name	*First Name*	*Middle Initial*
REYES, JR.	JOHN	F

Mailing Address	*Apartment/Unit #*
[redacted]	

City	*State*	*Zip Code*
[redacted]	[redacted]	[redacted]

Phone	*E-mail Address*
[redacted]	[redacted]

Position to which Appointment is Made
Member, CHamoru Land Trust Commission

Are you a citizen of the United States? Yes ☑ No ☐

If no, are you authorized to work in the United States? Yes ☐ No ☐

EDUCATION

SCHOOL (Name, City and State)	*DATES OF ATTENDANCE*	*TYPE OF DEGREE*	*YEAR EARNED*
High School Father Duenas Memorial High School, GUAM		High School Diploma	1998
College University of Guam		BS	2002
Graduate School Regis University, Denver, CO		MBA	2006
Other Degree			

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EMPLOYMENT HISTORY

Name of Present/Last Employer and Mailing Address	***Position Title***
BANK OF GUAM Hagatna, Guam	VP - Business Intelligence
	Dates Held
	5/2015 - Present

Previous Employer and Mailing Address	***Position Title***
MapAnything, Inc. (formerly Cloudbit, Inc.) Charlotte, NC	VP - Operations
	Dates Held
	1/2014 - 4/2015

Previous Employer and Mailing Address	***Position Title***
Inovalon, Inc. Maryland & Washington DC	Director of Business Planning & Analysis
	Dates Held
	12/2011 - 1/2014

Previous Employer and Mailing Address	***Position Title***
Sprint Communications Corp. Las Vegas, NV	Commercial Ops Sr. Manager
	Dates Held
	10/2010 - 12/2011

Previous Employer and Mailing Address	***Position Title***
Sprint Communications Corp Las Vegas, NV	Manager, Customer Care Ops
	Dates Held
	11/2006 - 10/2010

PRIOR GOVERNMENT OF GUAM SERVICE

Agency or Department Name		***Position Title***
Address	***Phone No.***	***Dates Held***

Agency or Department Name		***Position Title***
Address	***Phone No.***	***Dates Held***

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PRIOR GOVERNMENT SERVICE (EXCLUDING GOVERNMENT OF GUAM)

Agency or Department Name	*Position Title*	
Address	*Phone No.*	*Dates Held*

Agency or Department Name	*Position Title*	
Address	*Phone No.*	*Dates Held*

TRAINING

INSTITUTE/SEMINARS/ON-THE-JOB TRAINING	*DATE*

AWARDS

List all educational, professional, civic awards, and recognition for public service:
2019 Reina A. Leddy Guam Young Professional of the Year

PROFESSIONAL INVOLVEMENT

List involvement on a local/national/international level. List organizations, activities participated in, and offices held:
Member, Guam Young Professionals

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COMMUNITY / CIVIC INVOLVEMENT

List organizations, activities participated in, and offices held:
Member, Guam Commission on Decolonization, 2019 - Present President, Board of Directors, Guam Girl Scouts President, Board of Directors, Mercy Action Marianas, Ltd. (Sister of Mercy Non-Profit Pillar)

PUBLICATIONS AND PRESENTATIONS

List any published articles, papers delivered at professional meetings, etc.:

MILITARY SERVICE (Please attach Form DD-214)

BRANCH	*DATES OF SERVICE*	*RANK AT DISCHARGE*	*TYPE OF DISCHARGE*

OTHER INFORMATION

(1) Have you ever been found guilty of a felony in any court, whether within or without the United States?

Yes ☐ **No** ☑ **If so, please specify in detail:** _____

Address of the Court: _____

Date(s) of Conviction: _____

Specific Infraction Committed: _____

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(2) Have you ever been declared mentally incompetent by any court, whether within or without the United States?

Yes ☐ No ☑ If so, please specify in detail the reasons and facts related to such declaration:

_____

_____

_____

_____

_____

(3) Have you ever been found not guilty or not punishable in any criminal proceedings by reason of insanity?

Yes ☐ No ☑

(4) Have you ever been confined to a mental institution for any reason?

Yes ☐ No ☑ If so, please specify in why the appointing authority believes you that you are not suffering from any mental illness or affliction:

_____

_____

_____

_____

_____

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LOURDES A. LEON GUERRERO
Governor

JOSHUA F. TENORIO
Lieutenant Governor

OFFICE OF THE GOVERNOR OF GUAM

Statement of Financial Interests

(Required by 4 G.C.A. §13104.1)

TO: The Honorable Lourdes A. Leon Guerrero
Governor of Guam
Ricardo J. Bordallo Governor's Complex
Adelup, Guam 96910

FROM: JOHN F. REYES, JR.

☑ I have no financial interest in any business

☐ I do have interest(s) in the following business(es):

NAME AND ADDRESS OF BUSINESS INTEREST	TYPE AND AMOUNT OF INTEREST

Signature

07/06/2020
Date

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AFFIDAVIT / DECLARATION UNDER PENALTY OF PERJURY

I, the undersigned, do hereby depose and say that: (1) I have read and reviewed the information contained in the attached Appointment/Nomination letter from the Governor of Guam; (2) that the matters contained in the Appointment/Nomination letter, together with all attachments thereto, are true and correct and that I am competent to testify to said matters; and (3) that this Declaration is made for the purpose of complying with the requirements of 4 G.C.A. Section 2103.5.

I declare under penalty of perjury under the laws of Guam (4 G.C.A. Section 4308) that the foregoing is true and correct.

JOHN P. REYES, JR. — Print Name and Signature

07/06/2020 — Date

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John F. Reyes, Jr.

[redacted]

EDUCATION

Master of Business Administration (MBA)
Regis University, Denver, CO

Bachelor of Science (Business Administration & Management) Minor in Human Resource Management
University of Guam

Father Duenas Memorial High School

PROFESSIONAL EXPERIENCE

Bank of Guam, Hagåtña, GU

Vice-President, Business Intelligence

- Responsible for the bank's strategic objective for a unified data platform that creates a 360 degree view of customer profiles, products and services.
- Responsible for implementation of Oracle Engagement Cloud which encompasses Customer Relationship Management (CRM), marketing automation and digitization, Sales & Service enablement, process optimization and workflow orchestration.
- Responsible for developing the banks Enterprise Data Management and Architecture that supports Enterprise Reporting and Analytics.

MapAnything, Inc. (formerly Cloudbilt, Inc.), Charlotte, NC

MapAnything, Inc. is a leading Software-as-a-Service (SaaS) provider and Independent Software Vendor (ISV) in the Salesforce.com ecosystem. MapAnything creates applications that empower multi-vertical organizations to turn data into insight and insight into action. For more information: www.mapanything.com

Vice-President, Operations: Human Resources, Finance Ops, Sales Ops, Marketing Ops & Customer Success

- Oversee Human Resources organization. Led the HR database implementation, HR online document management conversion of employee data and conversion to online employee and management self-service portal. Structured performance reviews along with standardizing merit-award cycle. Implemented monthly management training program and quarterly employee training seminars.
- Led the structuring and documentation of all internal Finance Ops, Sales Ops and Marketing Ops that included executing operational change-management within each organization. Notable achievements: operational cost-savings of $250k within the first 90 days, operational efficiency gain of 15% within the first 120 days and advancement of Sales and Marketing cross-selling and upselling programs increasing revenue by 10% in the first 90 days.
- Oversee the implementation and restructuring of Customer Success strategies for recurring revenue, churn, renewals, resource management and insight into product usage.
- Securing $2M in first round of CEO's capital-raising efforts with institutional venture capital.

Inovalon, Inc., Annapolis/Bowie, MD; Washington D.C.

Inovalon, Inc. is the nation's largest provider of healthcare data abstraction, analysis, and verification solutions serving local and national health insurance plans, hospitals, pharmaceutical, regulatory, and government organizations. For more information: www.inovalon.com

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John F. Reyes, Jr.

[redacted]

Director, Business Planning & Analysis: Enterprise Data Management, System Design, Business Strategy & Analytics

- Managed the continuous improvement efforts focused on development of key analytics and organization of internal processes. Most notable achievements were reduction in delivery time of operating volume summaries from 21 days to 2 days as well as driving 20% top-line revenue growth through strategic partnership with senior leadership, focused on key performance metrics and driving critical management decisions.
- Led a strategic initiative to redesign and stratify varying client datasets across product lines: Clinical and Quality Outcomes, Claims and Payment Integrity, Care Coordination and Enhancements and Healthcare Data Insights. The creation of this data warehouse led to the development of both client metrics and internal operating summaries. This provided the ability to project CMS financial improvement and impact for clients. Internally, performance measures were developed to guide planning, execution and strategy decisions.
- Directed the development and implementation of a billing and operations management system that consolidated multiple data sources, ranging from Microsoft Excel to unrelated SQL database tables.

Sprint Communications Corp., Las Vegas, Nevada

[illegible]

Commercial Operations Senior Manager: Commercial Operations Reporting and Analytics *(Promotion)*

- Led and manage a team to build and customize dashboards utilized by the sales executive team to formulate company sales strategy, revenue growth and regional marketing efforts.
- Provide visibility into customer experience and formulate daily targets and strategies for customer care, retention and sales operations to increase sales, reduce churn and improve lifetime value of existing customers.
- Implemented churn modeling as an input for enterprise revenue budget used for FP&A.
- Define business requirements for CRM and Sales organization support.
- Develop intraday and day-to-day productivity reporting matrix for sales executive team.
- Devised daily targets for customer care, retention and sales based on dynamic trends

[illegible]

Customer Care Operations Manager: Customer Care Programs, Reporting and Analytics *(Promotion)*

- Work closely with senior management on customer operations strategy, company policies and budgetary efforts.
- Provide systems and database analysis, including database design and management for sales, marketing, finance, engineering, accounting and customer care organizations.
- Perform data analysis and modeling across all customer service functions in an effort to help understand customer behavior, employee productivity and explore unfound opportunities for customer satisfaction, revenue enhancements and marketing strategies.
- Management and organization of internal and external collections team functions, staffing, processes, project planning, policies and practices. Responsible for Collections and Bad-Debt recovery – managing internal and vendor teams - utilizing a mailing house, Marketing Agency and automated customer contact solutions – increasing bad-debt recovery by 10% year-over-year for three consecutive years.

[illegible]

Human Resources Manager

- Responsible for recruiting in the Las Vegas operations office.
- Managed new leaves of absence; determine eligibility for FMLA or other state and federal leave laws.
- Managed day-to-day human resource functions relevant to terminations, compensation, benefits and unemployment documentation.

ACTIVITIES

- Guam Girl Scouts, President of the Board of Directors
- Mercy Action Marianas, Ltd. (A Sisters of Mercy Non-Profit Pillar), President of the Board of Directors
- Guam Young Professionals, Member

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SUPERIOR COURT OF GUAM

Guam Judicial Center • 120 West O'Brien Drive • Hagatña, Guam 96910

Telephone (671) 475-3370/475-3449
Fax (671) 472-2856

DANIELLE T. ROSETE
Clerk of Court

Name: JOHN F REYES JR

SS#: ID# [redacted] Date of Birth: [redacted]

CERTIFICATE OF SEARCH

The undersigned Clerk hereby certifies the following results of a diligent search of the records of this Court:

Criminal Cases:

A. ☒ No Case Found

B. 1. Criminal Case No.
2. Criminal Case No.
3. Criminal Case No.
4. Criminal Case No.
5. Criminal Case No.

Criminal Record: Page 1 of 1

Civil Cases:

A. ☒ No Case Found

B. 1. Civil Case No.
2. Civil Case No.
3. Civil Case No.
4. Civil Case No.
5. Civil Case No.

Civil Record: Page 1 of 1

Request for further information may be addressed at the Records Division of the Superior Court of Guam, Guam Judicial Center, 120 West O'Brien Drive, Hagatña, Guam. Hours of operation are Monday – Friday, 8:00 a.m. to 5:00 p.m. Closed Saturday, Sunday and local/federal holidays. Court Clearances are Non-Refundable.

Dated: 07/07/2020

DANIELLE T. ROSETE
Clerk of Court

BY: RODNEY-JOE P MANIBUSAN
Deputy Clerk

Prepared By: RJPM

The absence of an original Court Seal invalidates this document

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Government of Guam
GUAM POLICE DEPARTMENT
RECORDS & IDENTIFICATION SECTION
P.O. Box 23909
Guam Main Facility, Guam 96921

July 7, 2020

SUBJECT: CRIMINAL HISTORY RECORD

NAME:	**John F REYES**		
DATE OF BIRTH:	[redacted]	**FINGERPRINT#:**	**NONE**
■	**The individual has no record of criminal conviction(s) in the Guam Police Department files that are subject to Guam law.**		

*******************NOTHING FOLLOWS*******************

THIS INFORMATION MAY BE LIMITED TO A LOCAL CRIMINAL OFFENSE ONLY AND IS NOT INTENDED FOR USE FOR ANY LOCAL, STATE, OR FEDERAL LAW ENFORCEMENT AGENCY.

By Direction: pmtc

The absence of an original GUAM POLICE seal invalidates this police clearance.
REVISED 04/26/19

STEPHEN C. IGNACIO
Chief of Police